![ATC - Automated Technology Company logo]

April 3, 2019   Attn:

BEMS System Integrators
HVAC System Integrators
AV System Integrators
Technology Distributors

Subject: **Building Energy Management System (BEMS) IP Switch Pricing USA for 2020**

Dear Valued Customer,

The growing importance of Internet Protocol (IP)/Ethernet switches in Building Energy Management Systems (BEMS) is becoming a critical component regarding seamless, non-disruptive communication on the network - this is where the ATC BEMS IP-Switch answers the call.The switch is pre-configured to install immediately on your projects, since it is an unmanaged switch with all ports enabled by default (i.e., no shutdown); a stringent requirement for most IT-managers responsible for the information security in a building.

Together with the DIN-Rail mounting, robust industrial grade construction and compact size, it provides a "plug-and-play" and worry-free entry into the Internet of Things (IoT) – the future of building technology and automation.The ports use an RJ45 socket with 10/100/1000 Mbit/s twisted pair ports, depending upon switch type, providing the capability to connect network components according to the IEEE 802.3 10BASE-T/ 100BASETX/ 1000BASE-T standard, which supports:

Autonegotiation – it "negotiates" or automatically selects the appropriate speed (i.e., 10/100/1000 Mbps) based on the connected endpoint to operate at the speed of attached devices. This ensures the downward compatibility of the devices, so that older devices canstill be used to exchange data

Autopolarity - Compensates for reversal of positive and negative signals on the receive cables. When you enable autonegotiation, auto polarity can reverse the polarity of a pair of pins to correct polarity of received data

Autocrossing - this enables IP device interfaces with twisted pair wiring to "cross" sending and receiving wires automatically, making it possible to use one to one wired lines instead of crossed data lines when wiring the system

Please don't hesitate to contact us with any questions or requests.

Frank Thompson

Frank Thompson
Founder / Chief Operating Officer

Philip Juneau
Chief Commercial Officer

ATTACHMENT A
2020 BEMS IP-Switch Pricing

10/100 Mbit IP-Switch:

ATC-SL-20-05T1

Description: ATC BEMS IP-Switch: 5-port, unmanaged Industrial ETHERNET Rail Switch, 10/100 Mbit/s Ethernet, 5 x 10/100BASE-TX, TP cable, RJ45 sockets, auto-crossing, auto-negotiation, auto-polarity

Unit Price [1] $88.05

ATC-SL-20-08T1

Description: ATC BEMS IP-Switch: 8-port, unmanaged Industrial ETHERNET Rail Switch, 10/100 Mbit/s Ethernet, 8 x 10/100BASE-TX, TP cable, RJ45 sockets, auto-crossing, auto-negotiation, auto-polarity

Unit Price [1] $123.26

10/100/1000 Mbit IP-Switch:

ATC-SL-40-05T1

Description: ATC BEMS IP-Switch: 5-port, unmanaged Industrial ETHERNET Rail Switch, 10/100/1000 Mbit/s Ethernet, 5 x 10/100/1000BASE-TX, TP cable, RJ45 sockets, auto-crossing, auto-negotiation, auto-polarity

Unit Price [1] $166.17

ATC-SL-40-08T1

Description: ATC BEMS IP-Switch: 8-port, unmanaged Industrial ETHERNET Rail Switch, 10/100/1000 Mbit/s Ethernet, 8 x 10/100/1000BASE-TX, TP cable, RJ45 sockets, auto-crossing, auto-negotiation, auto-polarity

Unit Price [1] $225.52

[1]   Shipping is FOB from our Joplin, MO, USA warehousing location to anywhere in the continental USA, whereby the associated shipper's costs are directly charged to customer. Therefore, customer may choose the shipper; ATC uses United Parcel Service (UPS).

Note: Volume discounts on above listed unit prices are available for quantities in excess of 20 pieces.